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UNISRM FOOD SYSTEMS INC.
101 WEST HARTFORD
PONCA CITY, OKLAHOMA 74601
TELEPHONE: 405-762-0197
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

November 07, 1996

Mark Fassler
CONTINENTAL DELI FOODS
1300 South Lake St.
P. O. Box 441
Cherokee, IA 51012

Via Fax # 712-225-6513

Dear Mark:

The following are the results of the smoke trials. It is important to read about each piece to understand the subtle differences.

	SMOKE TIME	ZONE 1	ZONE 2	SMOKE CONCENTRATION
1)	15 min.	350° C	Single Smoke	25/75
2)	15 min.	350° C	Single Smoke	50/50
3)	15 min.	350° C	Single Smoke	50/50
4)	15 min.	350° C	Single Smoke	30/70
5)	18 min.	350° C.	Single Smoke	25/75
6)	15 min.	350° C	Single Smoke	?

At this point, we felt we should alter another variable other than just time and smoke concentration. We elected to twice smoke the product

7)	15 min.	350° C	2nd - 5 min.	25/100
8)	10 min.	350° C.	2nd - 10 min.	25/100

PTO-004031

U-03894

Mark Fassler

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November 07, 1996

9) To OKC	10 min.	350° C	2nd - 10 min	30/100
10)	10 min.	350° C	2nd - 10 min	30/100
11)	10 min.	350° C		50/50

Mark, based on your comments on the test product, we would decide which variable to change next. We could increase smoke, time and temperature or decrease any factor listed. I would appreciate hearing from you.

David Howard
President

OH460MF

PTO-004032

U-03895

UNITHERM Food Systems, Inc.
Cooking Trial Data

Supplied By: Central Deli Foods						
Test #	Belt Speed	Cook Time	Product: Ham	Start Temperature C.	Cooked Weight	Internal Temp. F.
				Zone 1	Zone 2	Mark Wheeler Remark
#1		15M	350			Charcoal Smoke 25/75
#2		11	"			" 40/50
#3		15M	350			SO/50 Single Smoke
#4		15M	350			Single Smoke 30/70
#5		18M	350			Single Smoke 25/75
#6		15M	350			Single Smoke
NOTES NO 4 15M 25 percent 2nd Snake skins						
#1	No 8	10M	25 percent	2nd Snake skins	10 lbs 25 per cent	
#2	No 9 (SA.)	10M	30 "	"	" 10 lbs 30	
#2	No 10	4 "	"	"	" "	
#10 10M SO/50						
#3						
#4						
#5						
#6						

U-8195

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PTO-004033

UNITHERM FOOD SYSTEMS INCORPORATED
1108 WEST HARTFORD
PONCA CITY, OKLAHOMA 74601
TELEPHONE: 405-762-0197
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PRODUCTS

November 08, 1996

Dennis Grubel
STOCKTON FURTHER PROCESSING
1111 Navy Drive
Stockton, CA 95206

Dear Dennis:

The following are the tests we ran on your product. Please note that No. 5 was a test piece that **UNITHERM** had previously run. The smoke used was Charcoal Select by Red Arrow. I believe that if we had the correct smoke we could match the product, although samples ran very close.

	SMOKE TIME	TEMP.	YIELD	SMOKE CONCENTRATION
1)	10 min.	350° C.	98%	50/50
2)	10 min.	350° C.	98%	70/30
3)	13 min.	350° C.	97%	30/70
4)	12 min.	350° C.	97%	45/55
5)	DO NOT EAT 10 min.	350° C.		85/15
	- DO NOT EAT			

Regards,

David Howard
President

DH463DG

U-00279

A DIVISION OF UNITHERM STAINLESS STEEL INCORPORATED

PTO-004034

UNITHERM Food Systems, Inc.

Cooking Trial Data

Product: HAMS							Date: 12/11/96		
Test #	H.Z. Set Speed	Belt Cook Time	Cook Time	Temperature C.	Start Weight	Cooked Weight	Yield	Temp. F.	Remarks
#1	23.07 10 min dry cook	dry cook	Zone 1	Zone 2	AUSTRAT temp: ext: 75° int: 40°	6.355	6.355	117° 42°	CHARTS SECRET 24P 50% MIN DIP 50% SOLUTION
#2	15.60 FAST	15.45 1 day	15.45 1 day	350°C	6.930	6.675	118° 41°	50% 15 SEC. DIP 50% SOLUTION	
#3	15.60 FAST	15.45 1 day	15.45 1 day	350°C	6.080	5.845	118° 41°	50% 15 SEC. DIP 50% SOLUTION	
#4	15.60 FAST	15.50 1 day	15.50 1 day	350°C	6.410	6.160	118° 41°	50% SOLUTION CHARSOL SUPREME	
#5	10 min dry cook	10 min dry cook	10 min dry cook	350°C	6.815	6.605	118° 41°	50% SUPREME	
#6	10 min dry cook	10 min dry cook	10 min dry cook	350°C	7.890	7.710	118° 41°	50% SUPREME	
NOTES									
#1									
#2									
#3									
#4									
#5									
#6									

U-8196

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PTO-004035

#1 50% 1 DRY RUN ^(W 5 min) 2 WET RUNS ^(@ 10 min, w) @ 350°C
#2 100% NO DRY RUN 1 WET @ 100% H 50% @ 350°C
INTERVAL #3 100% 1 DRY RUN, 1 (@ 100%), 1 (@ 50%)
INT @ 38°F
(24 P)
#4 100% 1 min no dry & product TIME 14 min
#5 24 P 1 min dry 30 sec by smoke TIME 15 -
#6 7 min dry 30 sec 50/50 Tim 14:30

40 x 12.5 lbs.

= 500 x 3000 ft/lbs

U-03913

PTO-004036

UNITHERM FOOD SYSTEMS INCORPORATED
108 WEST HARTFORD
PONCA CITY, OKLAHOMA 74601
TELEPHONE: 405-762-0197
FAX: 405-762-0199



A WORLD OF STAINLESS STEEL PROCESSING

December 26, 1996

Kent Kring
ARMOUR SWIFT-ECKRICH
2001 Butterfield Road
Downers Grove, IL 60515-1049

Dear Kent:

Thank you for your time discussing your browning and smoking applications. I hope I won't be "blackballed" by you for knowing Charlie Pausch and Brian Dowd -- what a pair! As I promised, enclosed is a full set of catalogs and our latest video

Our RapidFlow II Convection Oven is ideally suited to this operation. You will achieve the following results using a UNITHERM RapidFlow II Oven in combination with liquid smoke product.

- Yield improvements of 4% - 5% over existing process
- Uniformity of color on all pieces
- Labor reduction due to **not** having to re-rack the turkey breasts
- Reduction in chill times to allow faster turnover
- Additional capacity by relieving the Alkars of smoking duties
- Internal core temperature rise of 10°C

These are quantitative numbers; we have already achieved these results. You can expect throughputs in excess of 6,000 pounds per hour and can incorporate a variety of features including automatic strip-off of casings, liquid smoke deluge, natural smoke introduction, C.I.P., and various chilling arrangements. All of these are in-line with the oven and require no additional labor

Kent, at a 4% yield improvement, you can expect a savings of over \$6,000 per day, assuming 7,000 pounds per hour at 16 hours per day, using the RapidFlow Oven instead of your Alkars!

We can arrange a demonstration for you and your associates in our facility, or if you prefer, you may ship your product to us for cooking trials

PTO-004037

U-03931

Kent Kring

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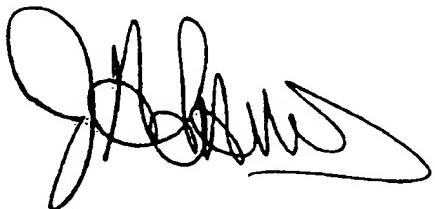
12/26/96

Either way, we would need one or two control units, and about 12 pieces of your product for the trials. We would also need to know which liquid smoke product number you use and if you prefer to use Red Arrow or Zesti.

I will contact you December 30 to pursue this further.

Thank you for your support of **UNITHERM Food Systems, Inc.**

Very truly yours,



Jerry Adams
Sales Manager

JA2120X

PTO-004038

U-03932

UNITHERM Food Systems, Inc.

Cooking Trial Data

Test #	Belt Speed	Cook Time	Temperatures C.	Zone 1	Zone 2	Start Weight	Cooked Weight	Yield	Supplied By:	
									Internal Temp. F.	Remark
#1	23.09 DE 10 min	22.09 COOK	350°			8.770	7.985	90%	138° 40° 50% 502° TOLY WONT SEND DOESNT MATTER 50% SOFT	chessels open
#2	23.09 IN MIN DRY	23.09 long cook	350°			7.985	7.800	94%	138° 40° 50% 502° TOLY WONT SEND DOESNT MATTER 50% SOFT	chessels open
#3	23.09 DE 10 min	23.09 10 min	350°			8.316	8.045	97%		
#4	10 min COOK	10 min COOK	350°			8.695	8.520	97%		
#5										
#6										

NOTES

#1 JUST FINISH MAYBE A BIT MORE SOFT - DAVE SAYS DONT SEND

#2 OK

#3 LOOKS DEAD. DONT SEND! SHOT ATE IT ANYWAY

#4 ZESTY SMOKER - GOOD COLOR - SMOKED OVER - MESQUITE

#5

U-00218

PTO-004039

UNITHERM Food Systems, Inc.

Cooking Trial Data

		Predicted:		Actual:		Searched By:			
Test #	Bolt	Cook Speed	Time	Temperatures C.	Weight	Cooked Weight	Yield	Temp. F.	Remarks
23.07	25.07	10 min	Zone 1	Zone 2					
10 min	10 min	10 min	Zone 1	Zone 2					
23.07	25.07	20 min	Zone 1	Zone 2					
#5		550°			8.525	8.885			ZESTY MESQUITE BEEF
#6					9.755	9.595	"	"	
#7					9.830	9.665	"	"	
#8					9.175	9.005			CHARSOC SUPREME BEEF
#9					9.310	9.135	"	"	
#10					7.785	7.610	"	"	

NOTES

#1

#2

#3

#4

#5

#4
#5
#6
#7
#8

U-00219

PTO-004040

UNITHERM Food Systems, Inc.

Date: December 30, 1996

Cooking Trial Data**Product: Hams****Supplied By: BRYAN FOODS**

Test #	Belt Speed	Cook Time	Temperatures C.	Product: Hams		Internal Temp. F.	Remarks
				Zone 1	Zone 2		
#1	10 min.	350 o C.		7.985	7.8	97.68%	Charsol Supreme 50/50
#2	10 min.	350 o C.		8.695	8.52	97.98%	Zesti Poly 50/50
#3	10 min.	350 o C.		8.325	8.185	98.32%	Zesti Poly 50/50
#4	10 min.	350 o C.		9.755	9.585	98.36%	Zesti Poly 50/50
#5	10 min.	350 o C.		9.83	9.665	98.32%	Zesti Poly 50/50
#6	10 min.	350 o C.		9.175	9.005	98.15%	Charsol Supreme 50/50
#7	10 min.	350 o C.		9.31	9.135	98.12%	Charsol Supreme 50/50
#8	10 min.	350 o C.		7.785	7.61	97.75%	Charsol Supreme 50/50
NOTES							

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U-8190

PTO-004041

UNITHERM Food Systems, Inc.

Cooking Trial Data

Supplied By:								
Test #	Belt Speed	Cook Time	Product: Temperatures C.	Start Weight	Cooked Weight	Yield	Internal Temp. F.	Remark
			Zone 1 Zone 2					
#1		10 MIN	350°C	7.985	7.800	98%		Charcoal Supreme 80/80
#2				8.695	8.520	98%	Zestby Poly	80/80
#3				8.325	8.185	98%	Zestby Poly	80/80
#4				9.755	9.595	98%	Zestby Poly	80/80
#5				9.830	9.665	98%	Zestby Poly	80/80
#6				9.175	9.005	98%	Charcoal Supreme	80/80

NOTES

#1

#2

#3

#4

#5

#6

U-8191
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PTO-004042

UNITHERM Food Systems, Inc.

Cooking Trial Data

Date:

Test #	Belt Speed	Cook Time	Product:	Supplied By:		Internal Temp. F.	Remarks
				Zone 1	Zone 2		
#1	23.09 10 Mins	10 MINS	350 °C	7.985	7.800	185	Charcoal Supreme bkg 50/50
#2	23.09	10 Min	350 °C	8.695	8.520	185	Charcoal Supreme
#3	10 min	10 min	350 °C	8.325	8.285	185	Charcoal Supreme
7	10 min	10 min	350 °C	9.310	9.135	98%	Charcoal Supreme
8	10 min	10 min	350 °C	7.785	7.610	98%	Charcoal Supreme bkg
#6			350 °C				

NOTES

#1

#2

#3

#4

#5

#6

U-8192

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PTO-004043